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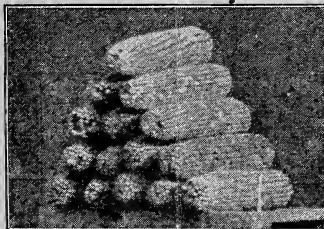
W. H. BOEKER & SON'S

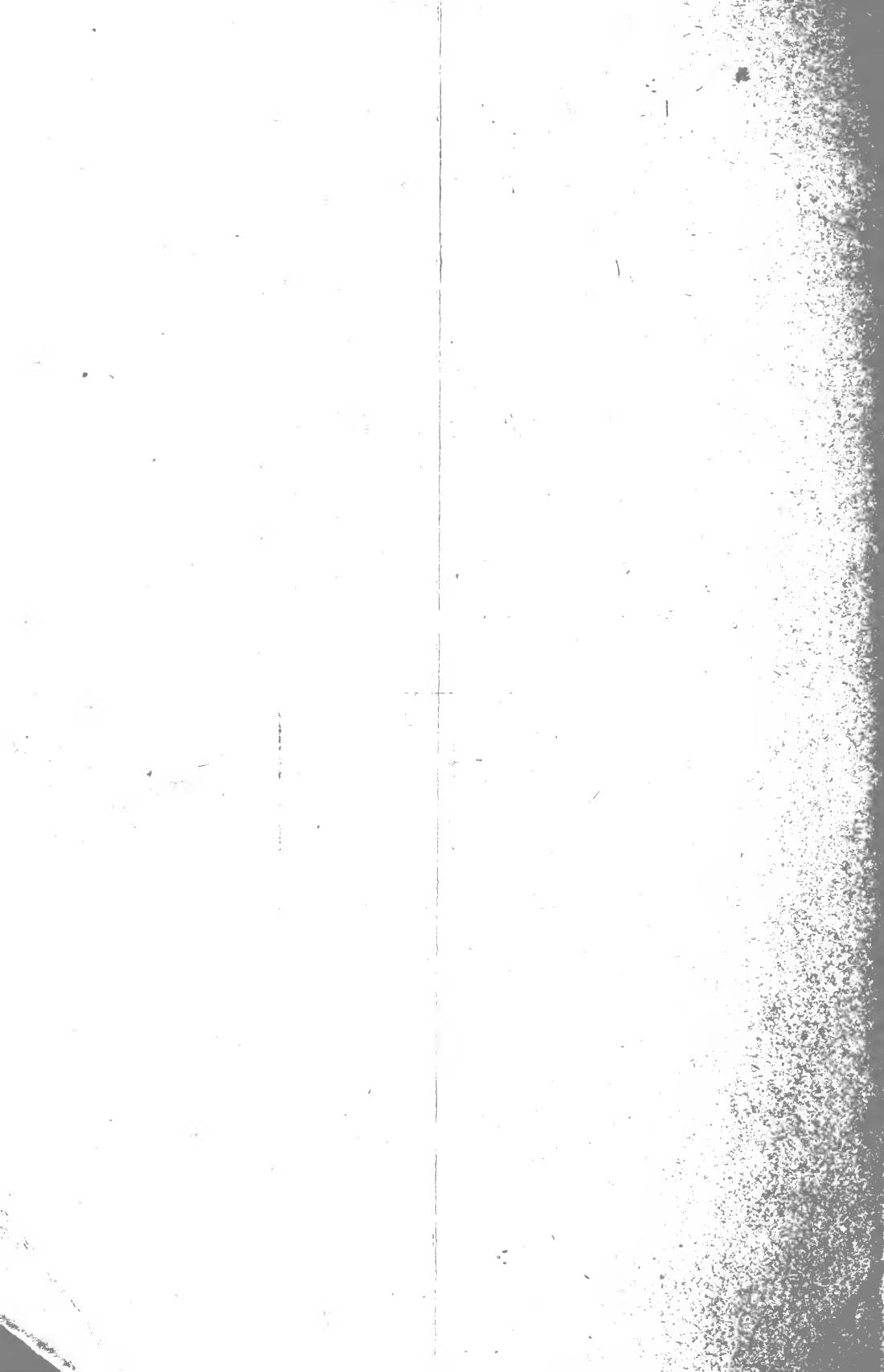
ELEVENTH ANNUAL

CORN BOOK

1921

PETERSBURG, ILLINOIS





FOREWORD

In presenting this, our eleventh annual catalog, to our many friends and customers, we are pleased to state that many new names were added to our list of satisfied customers during the past year, for all of which we are truly grateful.

Last year we stated that 1920 would be known as reconstruction period, following inflated war prices. The deflation came in farm products last fall, and was carried too far down the scale before it struck bottom, while most commodities the farmer must buy have not declined in proportion to farm products. There are various reasons for the abnormal decline of farm products. Some of these were short selling of grain, which in wheat amounted to seven times the amount grown. The rate of foreign exchange was another great factor, as all foreign money has depreciated greatly as compared with our own. It takes from 30 to 1000 per cent more of their money now to buy the same amount than before the war. Still another cause that helped to decrease prices on cereals was the refusal of the regional banks to extend the necessary and proper credit to farmers.

These are some of the chief causes for the abnormal decline of farm products which had been produced with the highest priced labor the farmer has ever paid.

The prices that are now being offered by the board of trade do not take cost of production into consideration, nor supply and demand; for the foreign demand for wheat has never been greater than the past fall, and our export surplus has nearly all been contracted for, yet contrary to all laws of supply and demand and former precedents, wheat continued to drop to a lower level of values.

We would not be surprised to learn that this unusual short selling and Bear raids to break the price of farm products is in retaliation for the agitation by farmers to curb the Board of Trade short selling practice by congressional action. It is evident to any unbiased mind that there is concerted action, probably through a gentlemen's agreement, to hammer farm products to a low level regardless of supply and demand. We note that the committee of 17 appointed by Mr. Howard condemns the practice of short selling.

We believe now, and have for the past two years, that our only hope for obtaining fair prices for our products is through the Farm Bureau. Already it has accomplished much for agricultural interests in securing favorable legislation, with a number of bills now pending. It also has been the means of killing many vicious bills which would have proven a burden and detriment to the farmer. Some of us may become impatient because every evil and wrong is not promptly righted by our organization. We must be patient and give ample time to the various committees who are working out a plan of co-operative marketing for us. In working out these plans there are many things to be considered pro and con; there is a great deal of data to be gathered, every angle of the subject must be thoroughly gone into, so that when they have arrived at a conclusion, the ground work or foundation of their structure will be well builded and permanent. To this foundation may be added from time to time as conditions and necessities may suggest.

While all farm products are much lower than they should be at this time, we believe that the crisis has been past and from now on all farm products will work to a higher level of prices. In the past three years we have predicted in our Foreword that prices for corn would reach the \$2.00 mark by August 1st, which prediction was verified each year. While we do not look for any \$2.00 corn during 1921, yet we believe that corn will reach \$1.25 during the year.

If we take into consideration the cost of production for the 1920 crop we should have \$1.50 for our corn and \$2.75 for our wheat.

While the 1920 corn crop is given as the largest on record, we must remember that its feeding value is only three-fourths that of the 1919 crop. This will help to reduce the surplus. Then again when corn is cheap in the fall much more of it is fed than when it is high, as I heard one feeder remark that corn was the cheapest thing he was feeding this winter. Thus we see that a great deal of the crop will be fed during the winter and spring which would go onto the market if corn were \$1.25 or \$1.50 per bushel. If every farmer will remember that he is part of the great marketing machine, and will market his product only as the market demands it, at a fair price, or only such part of the crop as is necessary to meet his financial needs, it will go a longer way to steady the market and obtain a higher price for his product, than if all were dumped upon the market within a few months.

This is a good time to sow more clover and thus curtail production. A great many of us have neglected sowing clover during the war, when we were urged by the government to increase the production of food. With clover seed less than one-third that of last year and our staple farm products selling below cost of production, it seems there could be no better time to rest our ground by sowing it to clover.

The wheat growers of this country have been irreparably wronged by the government during the war period, by setting a price on this product while other products were governed by supply and demand or the cost plus system. Had wheat been allowed to take its natural course and been governed by supply and demand we would have received at least \$4.00 per bushel, which would have given us a profit to cover the loss we are now compelled to take. It is therefore up to the government who kept us from making a profit on wheat during the war, as other industries did, to sustain us against a loss at this time.

While we were not given a square deal during the war and are not receiving one now, we can see a brighter future just ahead. Let's be optimists. Let us all help to solidify and strengthen our Farm Bureau organization. We must act as a unit in all things that help to place the farmer in a position where he can demand justice and equality before the law. This can be accomplished only by supporting our Farm Bureau organization, and such candidates for public office as will support the farmers' interest. Whenever a public official fails or refuses to represent us in a just cause, it is our duty as a matter of self preservation to eliminate him from office, regardless as to whether he is of our political faith or not. We must at all times remember that we are farmers, and that we derive our living from that source, and if we keep this one fact clearly in mind when we cast our ballot, we shall soon be in a position where we can demand justice and receive it. We would suggest that every farmer keep his eye on his representative, in the legislature and in congress, and when such representative is found antagonistic to the farm industry, check him off the list at election time.

This is our Eleventh Anniversary Catalogue. We are giving some new pictures. Among these is a cut of our new seed plant built in 1917. There are also some cuts of the various kinds of corn we grow for seed. All cuts are made from our own corn grown on our own farm. The reason we mention this, is because very few seed growers use their own cuts, as it is much cheaper to have catalogue printing houses furnish them. We prefer to show our own corn instead of that belonging to some one else.

In conclusion we wish to say to our customers, if our corn has proven all that you should reasonably expect from it, you will do us a great favor by

telling your neighbor about it. A satisfied customer is our best advertiser. It has always been our aim to give each and every customer dealing with us justice and value received. Our guarantee is so broad and liberal you take no chance when dealing with us, as each and every transaction with our customers must be satisfactory, or we will cheerfully refund the purchase price, together with all transportation charges. To our customers and friends: we wish you success and prosperity for the year 1921.

Yours truly,

W. H. Boeker & Son.



W. H. BOEKER.



C. L. BOEKER.

We attribute our success to the fact that it has always been our motto: "Not How Much, but How Good!" We know, if we have the quality, quantity will take care of itself, for there will always be a demand for a seed corn which is distinctly superior in quality.

It has always been our aim to produce a distinctly high grade seed corn, both as to germination and of a high yielding quality.

ONLY ONE BOEKER'S YELLOW DENT CORN.

We are the originators of Boeker's Yellow Dent and Boeker's White Dent Corn. We have tried out all of the leading strains of corn for this locality and have found no other strain of corn that will yield as many bushels of sound corn per acre as our Boeker's Yellow Dent and our Boeker's White Dent Corn. This fact is attested by the many farmers who have grown our Boeker's Yellow Dent for years and always prefer it to any other yellow corn.

AND YIELD. ONCE GROWN ALWAYS PLANTED.



A BUSHEL OF BOEKER'S YELLOW DENT.

A short history of these two wonderful varieties of corn will be found in the succeeding paragraphs of this book.

W. H. Boeker, founder and senior member of the firm of W. H. Boeker & Son, has been actively engaged in farming all his life, and has been conducting experiments in corn culture and breeding for the last twenty-one years with gratifying results. We furnish all seed and direct how it shall be planted, cultivated and harvested, thus getting the same results as if it were all grown by us.

Our method of handling and airing are of the most approved, consisting of hanging and slat drying.

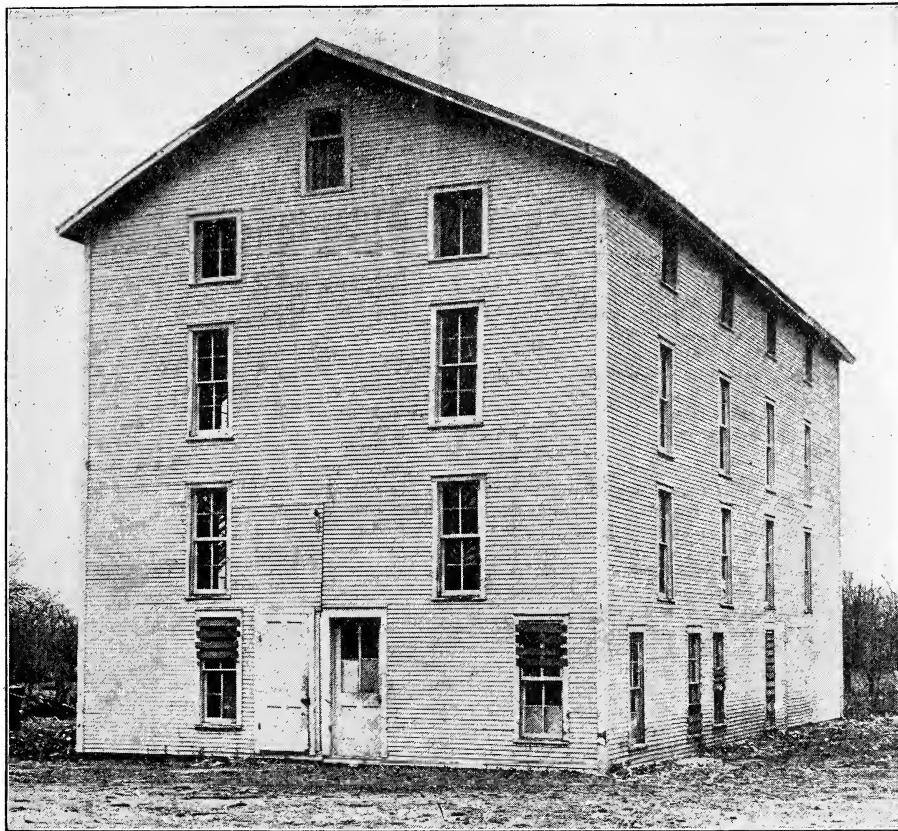
We do not give a lengthy guarantee, which, when boiled down, means practically nothing. We guarantee our corn to suit you in every way or you may return it after ten days and your money will be promptly returned.

ORIGIN OF BOEKER'S YELLOW DENT.

In issuing this, our annual corn book, our aim and purpose is to become better acquainted with our customers and at the same time acquaint them with our method of selecting and handling our seed, from the first step in the process until the seed is sacked and ready for shipment to our customers. In doing this, it will be necessary to begin in 1895 when, after having grown various kinds of corn, the senior member of the firm felt a need for a better kind of corn than was grown in this section of the country. It was in this year he secured six bushels of the old original Reid corn. It was an almost smooth corn, short ears, averaging about six and one-half inches, grains very compact and deep, with rows running in pairs—such was the original Reid corn. He decided after the first year that this corn (although the best he had grown up

to this time) was too small, and that where a 6 or 7-inch ear grew a 10 or 12-inch ear of the same quality could be made to grow.

After having grown the Reed corn one year he began experimenting by crossing the Reid and Leaming. He found after about five years of crossing these two varieties that he had reached the desired sized ear, as well as depth and compactness of grain; however, it was found that each year the germinating quality was deteriorating, and consequently the per cent of seed that had good, strong germs was too small. The trouble was the corn was too large for this latitude. It would not get good and sound before frost caught it. All



OUR NEW PLANT, 1917.

large corn having a deep grain requires a longer season than that having a shallow grain. This is due partly to the compactness of the grains, thus excluding the air more completely, and, second, to the quantity or bulk to be dried. Such was the condition after four or five years of breeding for a large, deep grain corn. Thus you see we can have a corn too large for seed or even for market conditions, especially for certain latitudes.

Well, our senior member of the firm had to begin all over again. He did not want to reduce the size any more than he could possibly help, and yet he had to make it mature earlier. This was done by pollinating the corn as it now was with the larger 90-day, or northern yellow corn. He continued this process and found the per cent of sound ears was increasing. After six years he found he had a distinct breed of corn that was neither Reid, Leaming, nor 90-day corn, but a blending of the three types into one type or breed.

ELIMINATION OF BARREN STALKS AND THE INTRODUCTION OF TWIN EARS.

Although the senior member of the firm found that he now had a corn that was in every way satisfactory as to size and form of ear, and in depth and compactness of grain, and one that would mature in 120 days, yet he felt that the pinnacle of perfection of high bred seed corn had not yet been reached. He had a plot of eight acres of good, strong ground planted with selected seed from which he cut out all barren stalks that had no indication of shoots. Then in the fall he selected as many twin ears (or ears from stalks that produced two ears) as would do for seed ears. Continuing this process for a number of years he found that the number of barren stalks had been reduced to a minimum and the number of stalks that bore two ears had been increased at least 20 per cent.

During the season of 1914 our sales in this county increased by nearly 500 per cent over the previous year and this increase has been going on through the past years. This is the strongest endorsement any seed firm can receive. It shows the confidence our home people have in us and our corn, which consists of the following varieties for 1921: Boeker's Yellow Dent, Improved Golden Leaming, and Boeker's White Dent.

TIME OF SELECTING SEED CORN.

A great many people ask as to when we select our seed corn. All our field select seed corn is picked in a sack and dried on hangers. This year it was picked from Sept. 8 to Sept. 26. This corn is picked in sacks carried over the shoulders of the picker, and emptied into crates. Only the well matured ears are taken. Special care is taken in selecting only such ears as are of a medium height from ground, and hang downward. This is a superior grade of seed for which we charge 50 cents extra to cover cost of labor. This corn being picked and dried early, before any frost, should be nearly 100 per cent good. Our regular ear corn is selected as it comes from the field, which is the same price as the shelled and graded.

OUR METHOD OF DRYING.

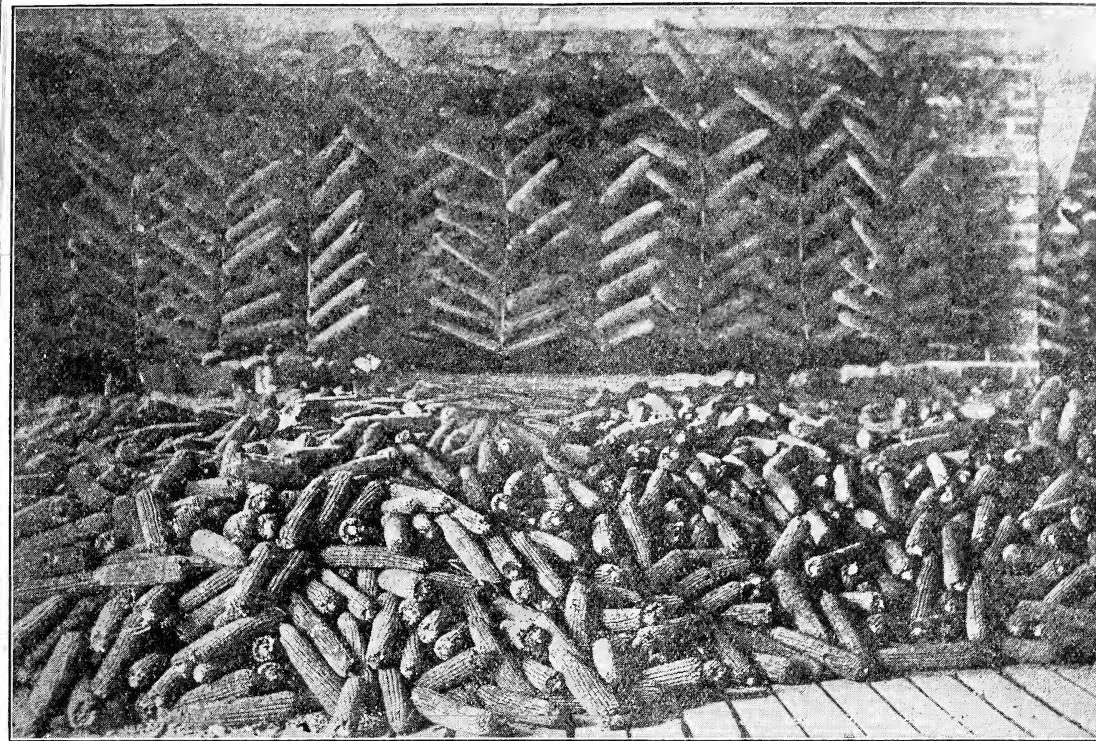
We select only sound ears containing a minimum of moisture. These are dried by artificial heat and ventilation on 1x4 floors with 1 inch spaces. We start the heat as we start filling our house and continue it until the corn is thoroughly dry. We always turn on heat during damp days as all grain absorbs more or less dampness. All ears showing springiness are dried separately on hangers.

SELECTING AND TESTING OUR FIELD RUN CORN.

Our corn is first selected as it comes from the field. Then about the middle of January we begin re-sorting and testing our corn by testing each individual ear in three or more places. All ears which do not show a good, strong germ are thrown out for feed. As we fatten cattle and hogs continually for the market, we are able to dispose of the refuse corn at but a slight loss.

AS TO GERMINATION.

We are often asked what per cent of germination test we guarantee. For the past eight years we have not guaranteed any certain per cent of germination, but have let each customer decide for himself as to whether the corn was good enough for him after he had tested it himself. In the course of our business we have found that there are scarcely any two persons who will get the same test from the same corn, nor will different parties get the same per cent



A FLOOR OF BOEKER'S YELLOW DENT.

of stand from the same corn. There are so many things that contribute toward a good stand of corn aside from having good seed. For instance, it may be planted too deep, or it may be planted too shallow, or it may be planted when the ground is too cold or too wet. Then there are the insects and the various vermin that may be the cause of not getting a good stand. Last season we shipped seed corn to two different parties, that was taken from the same corn and in the same manner and was shipped on the same day; also the test for germination on day of shipment showed the same per cent of germination. One of these parties got a fine stand and was pleased with the seed we shipped him, while the other got a poor stand and laid all the blame to the seed. Now this corn was in the possession of these parties for 60 days before planting. The one must have taken good care of his seed and planted it when ground was in proper condition, while the other must have let his corn get damp and then freeze and possibly planted it when ground was in poor condition to plant. However, we have decided to give a minimum test of 90 per cent germination this year. This does not mean that the corn will only test 90 per cent but on the contrary, we expect it to test very much higher than this. And furthermore we leave the old guarantee to please you or money back.

In 1917 on account of our increased business we were compelled to enlarge our facilities for housing, drying and handling our seed corn. We decided to build so that we would have room enough for some time to come, so we built our new plant eight times that of our old plant. We now have a four story building and are able to dry from six to eight thousand bushels of seed. We are therefore in a much better position to serve our customers than heretofore.

There are a great many seed corn breeders who are breeders in type and form only. We direct all our efforts to produce a high yielding corn rather than a show corn. For, after all, it's bushels in which the farmer is interested. More bushels mean more profit. Every bushel of corn you raise above the average yield is so much net profit. We should like to have a personal talk with each one of our customers on the subject of improving the various farm seeds to a higher yielding standard, but space will not permit us to do so here. We will gladly take this up with our customers in a personal letter on any subject pertaining to the improving of farm seed.

We grow all our own seed, except the Boeker's White Dent, which is grown for us under contract in the immediate neighborhood.

We use the breeding plot to maintain the high standard of our corn. This is done by planting an ear to the row. All ears are carefully selected, and fully described. Each ear is numbered from 1 to 40 and every individual

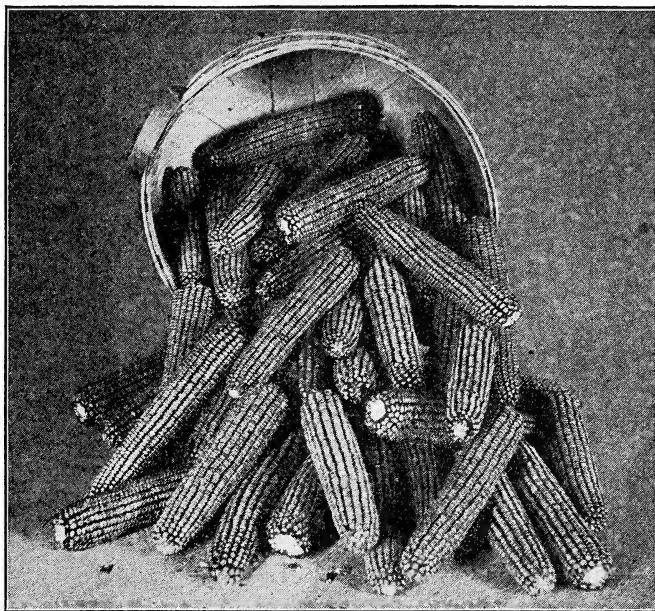


RESIDENCE OF W. H. BOEKER.

ear together with its description is registered. Then in the fall every alternating row is detasseled. This prevents inbreeding. We husk and weigh the detasseled rows separately, to determine the highest yielding rows, from which we take our own seed, for the next year's planting. In this way we secure and maintain a high yielding strain of corn. There is no other way of securing a prolific high strain, except by systematic and scientific breeding up from a high yielding parent stock, whether it be in the animal or vegetable kingdom.

In connection with this we are able to determine (from the records of the individual ear) just what type of ear is usually the highest yielding. We have been studying this matter very closely for a good many years, and have

found that in nearly every instance the slightly dented or medium smooth type is the highest yielding. This is contrary to the usual belief, as most people believe that any corn not of a rough type is not pure bred. A rough type of corn is one in which the meal sack or hull has not been fully stored, and the top of the unfilled sack folds together, making the rough and chaffy end of the grain. Usually such corn contains a larger per cent of meal than oil. While in the slightly dented corn the meal sack or hull has been stored to almost the full capacity and usually contains a larger per cent of oil than the rough type. This type is less liable to damage from freezing as the oil in the grain does not freeze easily and thus protects the germ from injury to some extent during



A BUSHEL OF BOEKER'S GOLDEN LEAMING.

the early freezing weather. Another point of advantage in favor of the slightly dented type is that it contains a larger per cent of oil than the rough type, and is therefore a heavier weighing corn. We consider this point of supreme importance, as the type of corn that will produce the greatest number of pounds per acre is the corn that every corn grower wants and should grow.

TIME TO MATURE.

We do not recommend Boeker's Yellow Dent north of latitude 42 degrees, or north of the northern part of Illinois. As it is the largest deep grain yellow corn on the market, it necessarily requires a little longer time to mature; while in central Illinois it matures ordinarily in 120 days.

WHERE TO BUY SEED CORN

This question comes to every farmer as soon as he has made up his mind to buy a pure bred seed. Naturally, there are quite a number of places or firms who offer seed corn for sale, some good and some not so good. There are some general seed firms who do not make seed corn a specialty and who offer seed corn for less money than such seed can be produced.

AND YIELD. ONCE GROWN ALWAYS PLANTED.

A FAIR PROPOSITION.

We ship our corn on ten days' approval, allowing you ten days from day it arrives at your station to decide whether the corn suits you in every way or not. If the corn does not suit you, all we ask is that you put it back in the original sacks in as good condition as you received it. By this we mean that you must not let it get wet or damp, and we will cheerfully refund the purchasing price together with freight charges. We cannot do more. You could not ask a more fair proposition.

IT PAYS TO BUY GOOD SEED.

Does it pay to buy good seed at a good price, especially seed corn? Let us see. It cost about \$1.50 per acre for seed oats, and approximately \$2.50 per acre for seed wheat, from \$2.00 to \$2.50 per acre for clover seed, and from 40 to 50 cents per acre for the best seed corn you can buy—and yet corn is the most profitable crop in the corn belt. A great many farmers are very careful about their seed wheat and oats—by fanning and grading it and securing seed from a different locality, which was grown on different soil—which is all right and very commendable. However, these same farmers will plant the same corn, year after year, until there is scarcely a semblance of the original left. The best up-to-date farmer buys his seed every year, because, of the average farmer, not over 5 per cent can keep a breed of type of corn up to the same standard it was when he purchased it. On the other hand, a seed corn breeder is constantly improving and perfecting his corn, so that the seed you buy this year is of a higher type than the seed you bought last year.

It has been shown that the difference in yield between a pure bred seed corn and other seed corn, under like conditions, varies from 2 to 40 bushels per acre, according to the purity or degeneracy of the seed. Now, then, if this be true, and you get only two bushels more corn per acre, you not only have your seed free, but a profit of at least the price of one bushel per acre. We are only taking the minimum amount, to show you that it always pays to buy a pure bred seed, no matter if you already have a good seed corn.

We are not dealers in seed corn only, but breeders and growers, and our constant aim is not how much seed corn we sell, but how good the corn we sell. We spend a great deal of time and money every year in the care and preparation of our breeding plots, by which we follow the individual ears through the various processes and by which we determine the most prolific and desirable ears, from which we grow our seed. This is our eleventh year since our corn was put on the market.

MERIT ALONE MUST DETERMINE.

We do not claim to be the largest seed corn firm in the world or to have the largest buildings, hoping thereby to influence the prospective purchaser. Nor do we ask our fellow farmers to purchase seed corn from us because of some record sales. We do not depend upon a past reputation, nor hope that it will sell our corn regardless of quality. We are striving for the highest and best there is in pure bred, high germinating seed, never content with past achievements. Our methods and equipment for the proper curing and handling of seed corn are as complete as any of the largest plants, besides a much greater per cent of the work is done by us **individually**. We know personally just what goes into every sack. This means much more to the purchaser than it would seem at first thought. In seed corn, as in everything you purchase, you get what you pay for. Beware of any man who offers something for nothing, or something for less money than that article or quality can be honestly sold for. It will always prove dear and disappointing in the end.

BOEKER'S YELLOW DENT.

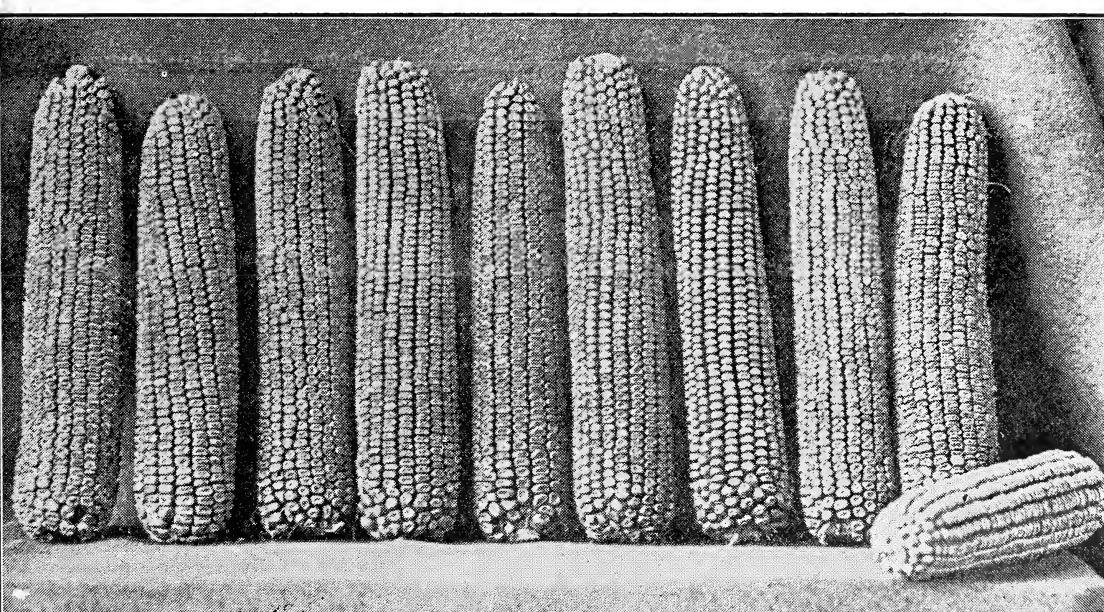
Boeker's Yellow Dent resembles Reid corn more than any other corn. It measures about one inch larger in circumference, and about one to one and one-half inch longer. It has a strong stalk, and does not break like the Reid stalk. The grain is a little wider than Reid corn and will plant more uniform in the average planter. Boeker's Yellow Dent carries its size more uniformly than Reid corn. It has more stalks bearing two ears than any other large corn. It matures about the same time as Reid corn. It is easily husked; has dark red medium sized cob. "It is just the kind of corn I have been looking for," is what a great many of our customers say. To show you how popular our Boeker's Yellow Dent is, nine out of every ten who visited our seed house bought Boeker's Yellow Dent in preference to our Reid corn. For prices see price list inclosed.

W. H. Boeker & Son.

Table Grove, Ill.

Gentlemen: I received your seed corn all right, and tested it twice, and did not get over a 50 per cent germination test; but we planted it and got a number one stand. We planted this corn on fall plowed clover sod and got about 70 bushels per acre of number one corn. Your Boeker's Yellow Dent is the best yielder we can get. I think I was at fault the way I tested the corn. But am well pleased with the outcome. Yours truly, W. G. Walters.

The above testimony fully demonstrates how difficult it is for the average person to get a fair germination test.



BOEKER'S IMPROVED GOLDEN LEAMING.

W. H. Boeker & Son.

Dear Sirs: The Boeker yellow corn purchased of you made 62 bushels per acre, while the Reid Yellow Dent made 55 bushels per acre, so you can see the difference. I am well pleased with Boeker's Yellow Dent corn and like it much the best. Respectfully, James Crawford, Virginia, Ill.

AND YIELD. ONCE GROWN ALWAYS PLANTED.

OUR IMPROVED GOLDEN LEAMING.

This variety of yellow corn was originated in 1826, and has been greatly improved in the last decade. It is planted extensively throughout the corn belt. Ears from 9 to 12 inches long, measuring from 7 to 8 inches in circumference, slightly spaced between rows, kernels medium rough and running from 16 to 22 rows to the ear. It is an excellent yielder, rich in protein and has a strong stalk. Matures in 110 to 120 days, according to season and soil. **For prices see Order Blank enclosed.**

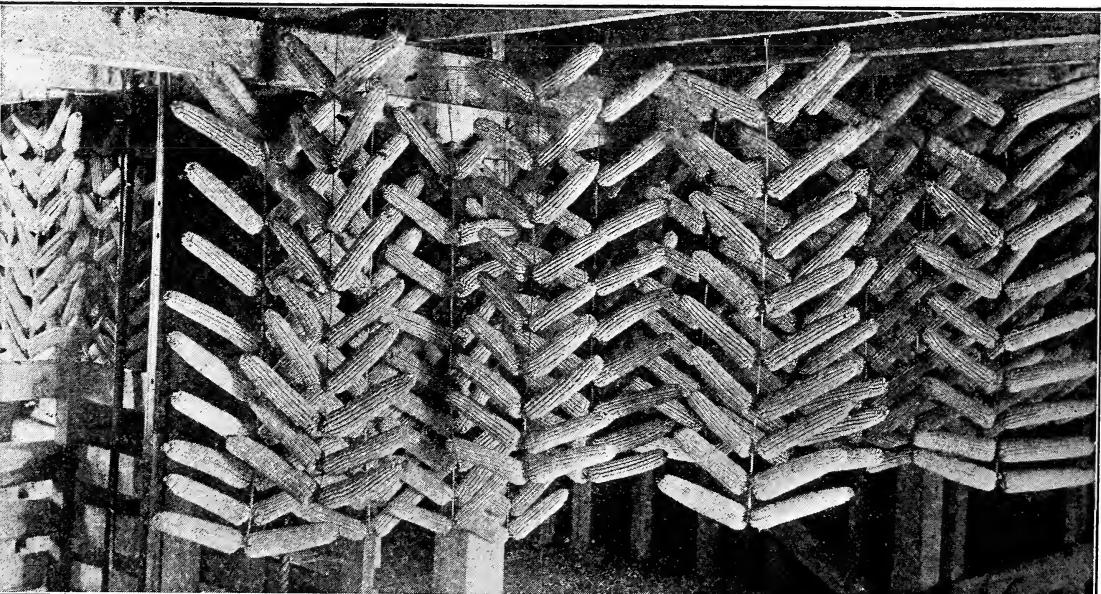
Messrs. W. H. Boeker & Son.

Greenview, Ill.

Dear Sirs: Would say in regard to your Leaming seed corn: it has proven highly satisfactory to me, as I have had a good stand, good yield, fine quality and early maturity. It has fine feeding quality, as we feed all the corn we raise. I would say further this firm is trustworthy. You can fully depend on what they say.

John A. Ridge & Son.

N. B.—Mr. Ridge & Son are the largest land owners and feeders of east Menard.



A SECTION OF BOEKER'S WHITE DENT—FIELD SELECTED.

BOEKER'S WHITE DENT

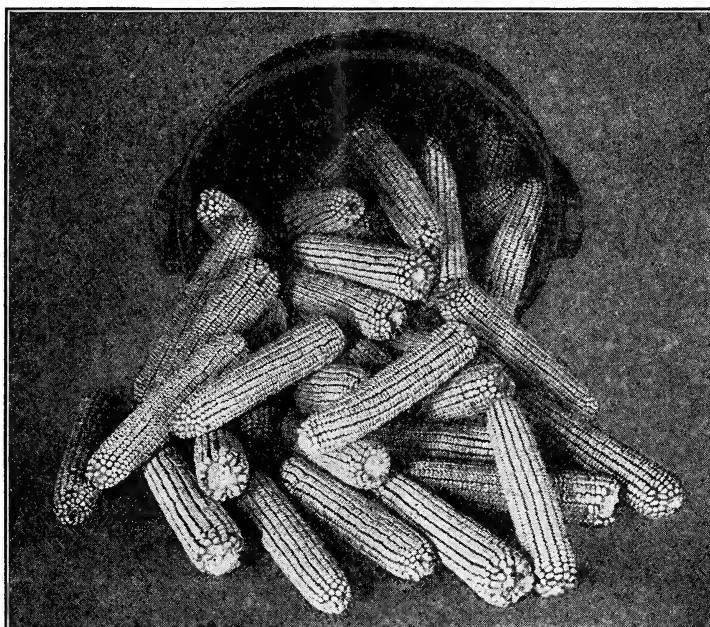
is a variety of white corn which we have grown for a number of years. We secured this seed in 1911 from an old German farmer who did not know its breeding. We liked this corn so much better than any white corn we had ever seen that we decided at once to try it out. We secured but 15 bushels of it, and from this we picked three bushels of seed conforming most nearly to our idea of what the corn should be bred up to. We consider this the best and greatest yielding corn on thin land that we have ever seen. It seems naturally adapted to thin land. We have tried this corn out thoroughly with other white corn, and in every instance it would outyield all other strains from two to twenty bushels on the same kind of soil. We have never been able to supply

the demand for this corn, although we have increased the acreage every year. This is the eighth season this corn has been on the market, it having been grown two years by us before we listed it for sale. We cannot recommend this corn too highly as a yielder, and you will profit by ordering early. It is guaranteed to please you, or we will refund your money together with freight charges.

W. H. Boeker & Son.

Dear Sir: My Boeker's White Dent purchased of you last spring is the finest white corn I ever grew. It yielded seventy-five bushels per acre of well matured corn, the ears being exceptionally well filled at both ends, and of good size. I consider Boeker's White Dent corn the best all-round white corn I ever saw.

Respectfully, Thomas Holman, Petersburg, Ill.



A BUSHEL OF BOEKER'S WHITE DENT.

INTENSIVE FARMING.

The average yield of the various crops in this country are about one-half of the same crops grown in most parts of Europe, and yet their land has been in constant cultivation five or six hundred years longer than ours. We should practice soil conservation by sowing more alfalfa and clover and by feeding as much of the crop as possible, and thus have the manure to build up our soil.

Too many farmers want to farm more than they can properly cultivate. Especially is this true with corn. They figure that one man can grow 40, 50, or even 60 acres of corn under favorable conditions. However, most of us have found that all the favorable conditions necessary to grow 60 acres of corn to one team seldom occur in one season. For it is the amount of work you put on your ground before it is planted that counts as much, or ever more, than what you put on after it is planted.

We will give your our method of preparation and cultivation of corn here to those not having a better method:

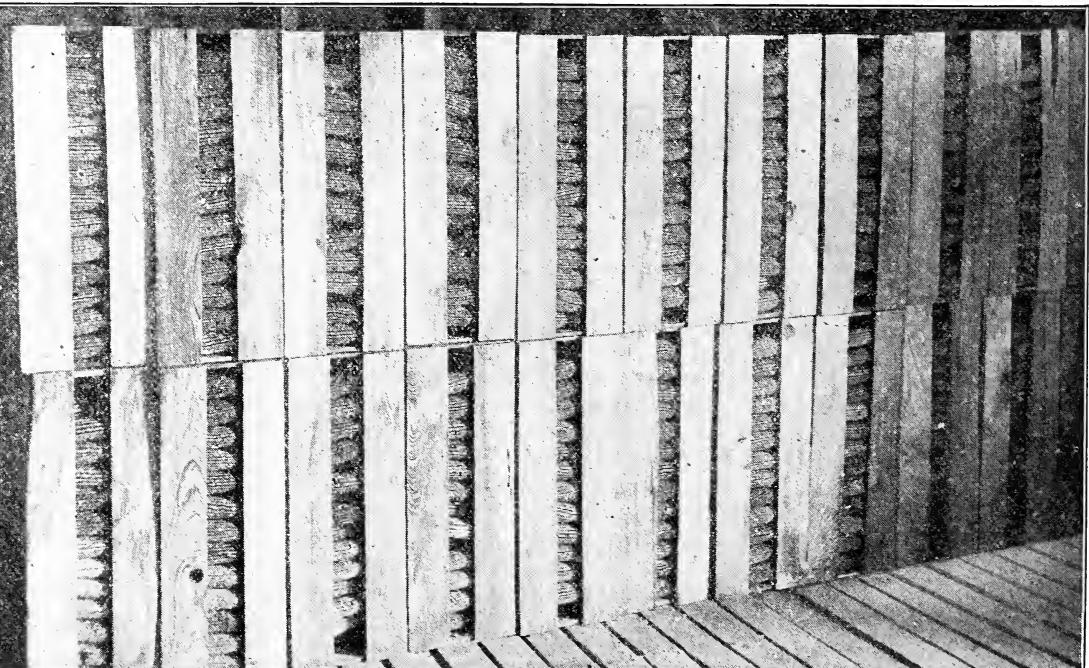
AND YIELD. ONCE GROWN ALWAYS PLANTED.

First, double disc your stalks. Do not burn them. The capillary action produced by the loose mulch, turned under when plowed, helps to conserve the moisture.

Second, for old ground, plow early and deep, but not when wet. Plow all your ground before you begin planting.

Third, when ready to plant, begin discing your first plowing by lapping half way so as to leave your ground level, then follow with harrow, or roller or drag, as conditions may require. A good seed bed is absolutely essential to ensure a big yield.

Fourth, as to the time of planting, no hard rule can be laid down. One should be governed largely by the conditions of the ground and weather, for if the ground is wet and cold for a few days after planting your corn may sour



CRATED EAR CORN READY FOR SHIPMENT.

and thus have a poor stand, or the plant left in a weakened condition. One would better wait a few days until the ground is in proper condition, as the corn will come up quicker and grow faster than that which has been stunted.

Fifth, if your ground becomes baked from a hard rain after it is planted, harrow it single or double. Do not be afraid you will injure your corn.

Sixth, cultivation should be close and deep the first time. The second time should be more shallow but sufficiently deep to throw back all dirt, leaving the ground about level. Each successive cultivation should be more shallow than the preceding one.

The five essentials for a big yield of corn are as follows: Good soil, good seed bed, good seed, good cultivation and a good season. We cannot all always have good soil and season, but there is no reason for not having the other three, especially good seed. Good seed means a good stand, a good stand is half the battle.

We want to call your attention to two pieces of corn that came under our observation about seven years ago. One field of 80 acres, with good ground but poor seed bed and poor seed corn and poor cultivation, yielded 55 bushels per acre. The other field of 30 acres, good ground, good seed, good seed bed, and good cultivation, made 80 bushels per acre. Now the net profit on the two pieces was the same, which you can verify from the following figures, land in each case being put at \$160 an acre, corn 40c per bushel:

Items	80 Acre Tract.	30 Acre Tract.
Yield per acre.....	55 bus., 4,400 bus.....	\$1,760
Interest at 5 per cent.....	Interest	\$640
Cost of growing corn.....	4,400 bus., at 15c.....	660
Cost of husking corn.....	4,400 bus., at 3c.....	132
Cost of marketing.....	4,400 bus., at 2c.....	88
Total expense of growing.....	\$ 1,520	\$ 720
Net profit.....	\$ 240	\$ 240

The foregoing figures go to show that it pays to have good seed corn and cultivate well. Our motto should be: "Not how much we farm, but how well we farm."



A FLOOR OF BOEKER'S WHITE DENT.

We employ the same method and are just as painstaking with our shelled and graded corn as with our ear corn. Last season our ear corn sales were 10 per cent of our total sales. This year we have selected about 5 per cent of early fall field picked ear corn, for which we charge 50c more than our regular stock of corn. This barely covers the extra cost of labor. All the balance of our seed will be sold in ear or shelled and graded, as our customers may prefer.

However it sometimes happens that we are sold out of one or the other kind. Especially is this true if you should order late. We would therefore advise that you order early and have it shipped when you want the corn.

NEW PROPOSITION.

A new proposition to our customers in order to induce them to place their order as early as possible and have the seed shipped later when you want it: We have decided to adopt a new plan in order to have our patrons place their orders early, so that we may know as early as possible the amount of help needed to prepare our seed and have it ready when wanted. We realize that all of us are sometimes short on ready cash, and for this reason we have adopted the following: Send us your order early with 10 per cent of the amount of your order. We will then book your order for future delivery and give you credit for amount paid. The balance to be paid when the seed is shipped. Use our order blank enclosed. **Write your name and P. O. address plainly.** Give shipping point if different from P. O. address. Remittance may be made by P. O. order, express money order, draft or personal check. Do not send money in an ordinary letter without having it registered.

Following this are our bank references and what some of our many pleased customers say about our corn.

W. H. BOEKER & SON, Petersburg, Ill.

FINANCIAL ENDORSEMENTS.

H. H. SCHIRDING & SON, BANKERS.

Petersburg, Ill.

We are well acquainted with Messrs. W. H. Boeker & Son and are pleased to say that their reputation for honesty and integrity is above reproach.

Very truly yours,

H. H. Schirding & Son.

THE FRACKLETON STATE BANK.

To Whom It May Concern:

Petersburg, Ill.

We take pleasure in certifying to the high standard and worth of Messrs. W. H. Boeker & Son, of this county. They are among our most substantial farmers and have always borne a reputation for integrity and fair dealing. We have no hesitancy in recommending them to anyone in need of farm seeds.

Very respectfully,

W. M. Groves, Cashier.

The Frackleton State Bank.

THE FIRST NATIONAL BANK OF PETERSBURG.

To Whom It May Concern:

Petersburg, Ill.

We have personally known W. H. Boeker & Son for many years and can cheerfully recommend them to anyone as being honest and reliable. We believe that they will sustain any statement they will make in their seed catalogue.

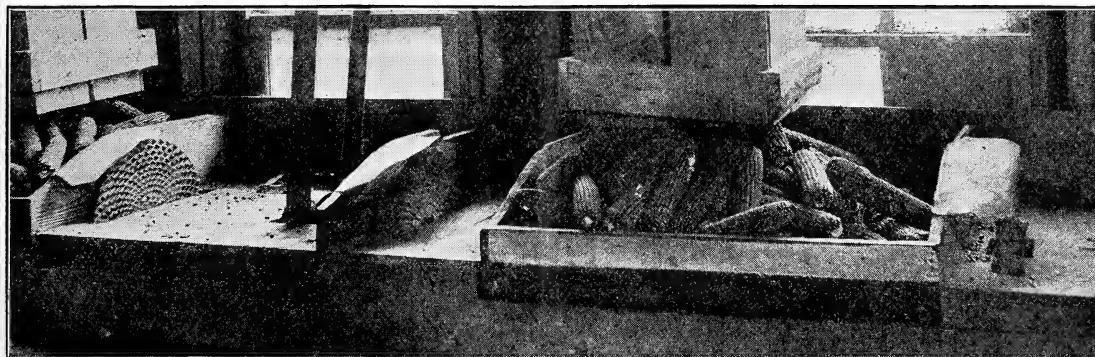
Yours respectfully,

S. H. Rule, President.

First National Bank.

We have decided to sell our regular ear corn at the same price we sell our shelled and graded. Usually we charge from 50 cents to \$100 more for the ear corn on account of the extra cost of crates. However, in the ear corn we do not have the extra loss of tipping, butting and grading which amounts to from one-third to two-fifths. The ear corn is shipped as it grew.

We are often asked if it is not best to buy ear corn. Our answer is yes, unless you know the integrity of the dealer. There are some unscrupulous seed corn men who can see nothing but the almighty dollar in their business, and who care little for the reputation of their business or whether they give value received. Usually this class of seed corn men are those who jump in for one season and sell any old corn for what they can get for it, not having any reputation to maintain. Usually it is just corn without any systematic line of breeding, curing or testing for germination, and usually the purchaser finds such corn dear at any price. We have always held that you get just about what you pay for. However, if you have confidence in the man from whom you buy your seed corn, we would say it is better to buy the shelled and graded corn. 1st, because you get from 15 to 20 pounds more of seed than you would get out of a bushel of ear corn; 2d, because it is evenly graded and will plant more uniformly, thus insuring a better stand; 3d, the seed is all ready to put into your planter and no worry or delay is caused in the preparation of the seed when time means money.



NUBBERS.

A FAIR PROPOSITION.

If we have not what you want in seed corn we do not want your money. If, however, we have what you want we ask your patronage. You can decide this without one cent of expense to you by ordering any of our varieties. Keep them ten days in your own home—test them in any way you wish. If satisfactory keep the corn—if not return at our expense and we will refund your money together with any freight charges you may have paid. We assume all the risk while the customer assumes no risk at all. Could any one ask a more fair proposition? Could anyone give a fairer proposition? Unless we knew the quality of the corn that we put out we could not make you this offer. We are judging the future by our past record of being able to please our customers with high class seed corn.

TESTIMONIALS.

Tower Hill, Ill.

W. H. Boeker & Son.

Gentlemen: I must say that I am well pleased with the seed I received from you last spring. I bought seed corn from different places, but consider that I got far the best stand and yield from the Leaming purchased from you. It matured well, and I have picked out a lot of splendid seed from it. It was far the cheapest corn I bought in every way.

Leo L. Lowe.

Greenville, Ill.

W. H. Boeker & Son.

Gentlemen: The Boeker's Yellow Dent seed corn I bought of you last spring proved very satisfactory in every way. A splendid stand and a splendid yield. Please book my order for seed for next spring.

Respectfully, W. E. Van Osdol.

I am well pleased with Boeker's Yellow Dent. Its weighing and feeding qualities are excellent. A forty bushel load of your Dent corn would weigh five bushels more than the same sized load of my own corn.

Yours truly,

H. L. Vancil, Morrisonville, Ill.

Shadowbrook Stock Farm,

Elvaston, Ill.

W. H. Boeker & Son, Petersburg, Ill.

Dear Sirs: I received your seed corn O. K. I have bought a great deal of seed corn in my time, but never got as fine looking corn as the corn you sent me. I am very proud of the corn.

Yours truly, F. W. Walker.

Springfield, Ill.

W. H. Boeker & Son.

This corn was all large and well developed and contained less number of nubbins than I ever saw in a field of this size. About one week

after the sprouts came through it was completely covered over by a dirt storm and later it was twice covered by water. This field averaged 65 bushel per acre. I was well pleased with the germination, as we had an almost perfect stand.

Very truly yours,
W. H. Odiorne.

W. H. Boeker & Son.

Dear Sirs: The corn received of you tested good. Will say it was well worth \$5.00 per bushel as compared with our own seed at \$1.00 per bushel.

Yours truly,
Mark Judy, Pontiac, Ill.

Sidney, Ia.

W. H. Boeker & Son.

Dear Sirs: The seed corn that I bought from you gave a good yield per acre, and is the best of quality. I got a fine stand from it, it weighs heavy. I put up 40 bushels for seed from it. Will plant most of my farm in corn next year. Every one that saw the corn says they never saw any better or deeper grained corn.

Yours truly,
J. N. Johnson.

Talula, Ill.

W. H. Boeker & Son.

Gentlemen: In regard to the seed corn received from you, I wish to say that the seed was of excellent quality. Although we had a bad season your corn produced a heavy yield. Hoping to again do business with you in the future, I remain,

John G. Hinricks.

W. H. Boeker & Son.

Dear Sirs: The corn I purchased from you was satisfactory, and the yield nearly three times the average. Would like your catalogue this year.

Joseph Carver, Farmington, Ia.

Springfield, Ill.

W. H. Boeker & Son.

Just a line or two in regard to the seed corn I bought of you last spring. I could not ask for any better seed corn in any respect; in fact I do not believe I have ever seen any better seed than I got from you.

Practically speaking, we got a perfect stand, and the yield was very good, considering the unfavorable conditions we had. I can truthfully say buying seed corn from W. H. Boeker & Son is really a good investment.

Yours very truly,

C. R. Constant.

Greenvieu, Ill.

W. H. Boeker & Son.

Gentlemen: The Boeker's Yellow Dent seed corn which we purchased from you this spring has proven entirely satisfactory in every respect, as the weather and growing conditions in this locality were very unsatisfactory for a good corn crop during a long period this year. This

corn was not planted until the 10th of June. Just as it was reaching early maturity it went through a heavy wind storm which damaged it to a great extent. Notwithstanding this and the early frost, it yielded well over 60 bu. per acre of good sound marketable corn.

Yours very truly,

John A. Ridge & Son.

W. H. Boeker & Son.

Dear Sirs: The corn planted from your seed averaged about 100 bushels per acre, and was good, long solid ears.

Yours,

J. M. Dower, Galena, Ill.

New Berlin, Ill.

W. H. Boeker & Son.

I had 500 acres planted to Boeker's Yellow Dent and Leaming. Finished planting May 5th All corn was well matured, I had an average of 49.1-3 bu. per acre.

Yours truly, B. C. Reiser.



After 5 days return to

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W. H. BOEKER & SON,
Growers and Breeders of Pure Bred Seed Corn
PETERSBURG,
ILLINOIS

ORDER SHEET
W. H. BOEKER & SON
PETERSBURG, ILLINOIS

Growers and Breeders of Pure Bred Seed Corn

We guarantee a minimum of 90% fertility and give you 10 days to test it
If not satisfactory, return it at the end of ten days and we will cheerfully re-
fund your money together with all freight charges.

Date , 192.....

All orders will be shipped as soon as possible, unless otherwise ordered.

Name
Write Plainly

We mail your freight receipt the day corn is shipped.

Postoffice.....

No order accepted unless 10 per cent. of purchasing price accompanies the same, with balance due at time of shipment. If your station is a prepaid station, freight charges must be included.

State.....

Any shortage must be marked so by your freight agent, and reported immediately.

Street or R. F. D.

To be shipped about

Shipping point

If different from P. O.

Shipped by R. R.

Bushels	NAME KIND OF CORN WANTED	Price per bushel		Amount Enclosed	
		Dollars	Cts.	Dollars	Cts.
.....	Boeker's Yellow Dent, Ear	\$ 4	00	.....	.....
.....	Boeker's Yellow Dent, Shelled	4	00	.....	.....
.....	Golden Leaming, Ear	4	00	.....	.....
.....	Golden Leaming, Shelled	4	00	.....	.....
.....	Boeker's White Dent, Ear	4	00	.....	.....
.....	Boeker's White Dent, Shelled	4	00	.....	.....
Total					

Any of the above varieties in our Early Fall Field Selected, in ear or shelled and graded, \$4.50 per bushel.

Will you kindly give second choice in case variety you order may be sold out?

